



**Steve T.**  · 3rd  
Vice President of Sales



- Neo4j
- DePaul Kellstadt Graduate School of Business  
Chicago, Illinois, United States · [Contact info](#)  
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## About

Seasoned software sales professional that has demonstrated the ability to lead complex sales cycles, develop relationships at all levels of an organization and help companies solve business problems with IT solutions.

...

## Activity

725 followers

Steve T. reposted this · 3w

My friend and our CTO, [Philip Rathle](#) explores the powerful impact of GraphRAG—the combination of knowledge graphs + Retrieval Augmented Generative AI. ...show more



**The GraphRAG Manifesto: Adding Knowledge to GenAI - Graph Data...**

neo4j.com



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2 comments

Steve T. reposted this · 2mo

Exciting news from the Snowflake Summit in SF! Neo4j just announced a game-changing partnership with Snowflake, integrating its native graph data with Snowflake. ...show more



**Neo4j Announces Collaboration with Snowflake for Advanced AI Insights...**

neo4j.com



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Neo4j, the world's leading graph database and analytics company, has announced an expansion of its alliance with Deloitte in the U.S. market. The partnership ...show more



**Neo4j Joins Deloitte Data and AI Ecosystem in Major Alliance Expansi...**

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## Experience



### VP Central Sales

Neo4j · Full-time

Sep 2017 - Present · 7 yrs

Greater Chicago Area and Florida

Our industry leading graph platform takes a connections-first approach to data. We broaden a company's ability to recognize the importance of...

### Director of Sales

Zoomdata (Acquired by Logi Analytics)

Mar 2015 - Sep 2017 · 2 yrs 7 mos

Greater Chicago Area

Responsible for Central Region and EMEA sales for a fast growing big data visualization start-up. ...



### Sr Sales Executive

EMC and Pivotal (Acquired by Dell and VMWare)

Jan 2012 - Mar 2015 · 3 yrs 3 mos

Greater Chicago Area

At Pivotal, our mission is to enable customers to build a new class of applications, leveraging big and fast data, and do all of this with the power...



### Application Sales Manager

Oracle

2007 - 2011 · 4 yrs

Use a consultative selling approach to help clients align their IT initiatives to organizational strategies. Responsible for the entire suite of Oracle's...

### Account Executive

Effective Management Systems (Acquired by IFS) · Full-time

Jun 2007 - Dec 2010 · 3 yrs 7 mos

Sold BAAN ERP for the largest reseller in North America.

Show all 7 experiences →

## Education

### DePaul Kellstadt Graduate School of Business

Master of Business Administration - MBA



### DePaul Driehaus College of Business

MBA, Business Strategy

2002 - 2005

MBA- Business Strategy

Show all 4 educations →

## Volunteering



### social worker

The Salvation Army

Apr 1991 - Feb 2003 · 11 yrs 11 mos

Poverty Alleviation

## Skills

### Business Intelligence



Endorsed by 2 colleagues at Oracle



9 endorsements

### Customer Relations

Show all 24 skills →

## Recommendations

Received

Given



**Steven Drane** · 3rd

Advising Leading Brands on Digital Commerce Transformations

August 30, 2010, Steven worked with Steve on the same team

Steve brings his successful enterprise software experience to every situation. While I worked with him at Comercent I witnessed his persistence in building his pipeline and identifying new opportunities as well as his attention to detail and excellence while managing a highly competitive sales cycle. Steve would bring significant value to any technology company that was attempting large dollar transactions at fortune 1000 firms.

## Patents

### Sports Betting System

US 62344015 · Filed Jun 1, 2016

## Organizations

Big Data Chicago and Spark User Group

## Interests

Top Voices

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**Bernard Marr** · 3rd

Internationally Best-selling #Author #KeynoteSpeaker #Futurist

#Business, #Tech & #Strategy Advisor

1,517,144 followers

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